

PAPER MERCHANT SALES REPORT

March, 1990

(by NPTA Region)	Sales per Selling Day March, 1990 Compared to March, 1989	Sales per Selling Day March, 1990 Compared to February, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of March 1989 1990		Calendar Day Cost of ending February Inventory 1989 1990	
INDUSTRIAL							
1	+12.7	+ 2.4	+ 6.8	39	41	65	65
2	+ 5.4	- 1.4	+ 5.2	36	36	56	65
3	- 0.3	+ 5.8	0.0	36	35	65	65
4	- 2.1	- 3.0	- 3.2	41	37	66	55
5	+ 8.9	+ 1.7	+ 9.2	36	35	63	58
6	+ 1.7	+ 5.6	- 1.5	44	41	71	71
7	- 2.2	- 2.2	+ 1.7	32	34	62	63
8	- 1.2	- 0.1	+ 0.6	36	35	64	64
9	+ 7.0	- 0.3	+ 8.0	41	37	43	52
NY	+18.2	+12.4	+11.1	49	46	37	**
CHICAGO	- 7.0	+11.6	- 8.4	32	39	40	68
LA	+ 7.4	+ 7.6	+ 4.6	44	43	74	62
US	+ 2.3	+ 2.7	+ 2.1	38	37	61	60
PRINTING							
1	+ 6.2	+14.2	- 1.1	44	44	55	48
2	- 1.5	- 1.2	- 0.2	39	41	60	59
3	- 4.9	- 4.2	- 0.2	39	39	82	71
4	+ 2.8	- 1.6	+ 3.6	49	42	65	62
5	+ 2.1	- 1.6	+ 3.9	39	37	70	69
6	+ 2.8	+ 1.0	+ 1.1	42	41	79	72
7	- 4.9	- 4.2	- 0.1	35	37	78	60
8	- 4.2	-15.7	+ 2.7	36	37	69	63
9	+ 2.2	+ 4.8	+ 3.8	42	38	71	51
NY	- 3.0	- 8.0	- 0.3	40	39	62	66
CHICAGO	+ 5.1	- 4.7	+ 3.3	36	41	71	69
LA	+10.8	+10.7	+ 5.9	40	39	95	72
US	- 0.1	- 2.3	+1.6	40	40	73	65

COMMENTS ON MARCH'S SALES CHANGES. March was another slow month, with industrial goods with only a 2.3% increase and printing goods with a slight drop. INDUSTRIAL sales changes for the three-month year-to-date figures reflect updating January and February to include some late filers. Region 5's YTD figures increased, but Regions 2, 6 and the US figures dropped with these late filers. PRINTING sales increases for March are not exciting, but still represent an increase in volume. The US Commerce Department's Producer Price Index for March will probably show a drop in mill prices of at least February's -2.3%.

DAYS OUTSTANDING for March are virtually unchanged from 1989 and February. **INVENTORY DAYS** at the end of February show little change from last year for Industrial goods. Printing goods show a sharp drop from 1989, but 1989's numbers reflected the tight supply situation building and a typical rise in inventory during periods of tight supply.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

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|---|---|--|
| 1: CT, ME, MA, NH, RI, & VT | 4: KY, OH, MI, & WV | 7: AR, LA, MS, OK, & TX (& W. Tenn) |
| 2: DE, DC, MD, NJ, NY, & PA (Except NY Metro) | 5: CO, IA, KS, MN, MT, NE, ND, SD, & WY | 8: IL, IN, MO, & WI (Exc. Chicago Metro) |
| 3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis) | 6: AZ, CA, HI, NM, NV, & UT (Except LA Metro) | 9: AK, ID, OR, & WA |
- NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.